

for Offerors wishing to compete for a concession contract(s). This Prospectus therefore places a high premium on creativity by the Offerors because there are many options available for them to work within.

The Environmental Impact Statement (EIS)/ROD and this Prospectus do provide parameters of acceptable operations for providing services and facilities to the public at Lake Berryessa but with significant leeway for Offerors to exercise their professional creativity. Reclamation views this approach as a positive opportunity to benefit from the combined knowledge and experience of many Offerors. In this way, Reclamation management will be able to consider varying approaches for the six concession areas.

Reclamation will select successful Offerors based in part upon the proposal(s) that appears to have the most reasonable approach for: (1) serving the public's demand for quality water-based recreation support services and facilities, (2) protecting the environment, (3) responding positively to the 'Principal Factors' and 'Criteria' outlined in PART 5 of the Prospectus, and (4) introducing an integrated business approach as identified in Sec. [III.1.a] of the ROD and in PART 5 of this Prospectus, all while demonstrating a well-developed financial projection for a reasonable profit.

It is important for all Offerors to this Prospectus to realize that when reviewing and evaluating the proposals, Reclamation anticipates there will be significant differences in how various companies/individuals view the future mix of services and facilities at Lake Berryessa. The opportunity for bids to vary greatly in their proposed business models and configuration is an obvious aspect of this flexible competitive Prospectus approach.

Furthermore all Offerors are on notice that Reclamation intends to make any selection of a winning proposal(s) to be conditional pending final negotiations and clarifications of an eventual concession contract, with that Offeror(s), to ultimately reflect facilities and services deemed necessary and appropriate by Reclamation. Although Reclamation welcomes the creative opportunities of the open and flexible nature of this Prospectus, that same openness and limited specificity of the 'Draft Contract' requires this conditional approach to effectively address various proposed components that may be incomplete or otherwise awkward. See Section K.2 of PART 3 of this Prospectus for additional explanation of this conditional selection.

Offerors need to pay very close attention to the directions and options presented in this Prospectus and not assume that Reclamation will consider information or facts not provided in the proposal as apparent or qualifying. Similarly, Reclamation will not give credit for beneficial conditions or experience that exists, even if Reclamation is wholly or partially aware, if it is not otherwise identified in the bid package submitted in response to this Prospectus.

Even if you have submitted proposals and competed for other recent concession opportunities with Reclamation, the NPS, or other agencies, it is critical that you recognize the differences in this Prospectus including but not limited to the following factors:

- **Flexible contract terms and conditions depending upon individual proposals (see PART 4 Subsection M).**
- **Opportunity for Offerors to compete for a single or multiple contracts (see PART 3 Subsection O for more details).**
- *Offerors must formulate their proposals utilizing all new permanent facilities; existing facilities will not be available to the incoming concession contractors except as noted below.*
- **Offeror may be able to identify the existing facilities they propose to retain and purchase at Markley Cove with Reclamation approval (see PART 3 Subsection L).**
- **The eventual services to the public for individual contracts will be determined based upon the evaluation of the specific bids received (See PART 5 Principal Factor 2).**